



Liberty Bankers Life
The Capitol Life

February 2015

Enjoy the best Ireland has to offer April 20th through April 26th 2016!

Come with us to the land of the Irish!

For the 2015 qualifying year, our Life convention destination is majestic Ireland!

By: Mike Simard, Executive Vice President

We are pleased to announce that our Annual Incentive Convention will be the first joint convention for our Ordinary Life, Home Service and Pre-Need Divisions. Qualifiers and their spouses will be flown to Dublin and then transferred by coach to the Westin Dublin. From there, they will tour the city and visit Trinity College, Book of Kells, St Patrick’s Cathedral and the Guinness Storehouse. Next will be Belfast and Titanic Tour followed by a trip to Killarney with a stop at the Waterford Crystal Factory and the Blarney Castle to kiss the Blarney Stone for good luck and good persistency. Then will come a choice between visiting The Ring Of Kerry or The Dingle Peninsula. The next day will see us on the Ferry to Tarbert and on up the coast to the Cliffs of Mohr before returning to a resort for the night to rest up and prepare to return home with “the luck of the Irish”.

Qualifications

Period: The qualification period is “open ended”; which means that travel points that are based on an agent’s in-force with the company, are carried over from year to year. Qualifiers are determined based on their December 31st in-force each year. As in prior years, *any policy that lapses off or is surrendered after having paid through its 36th month anniversary will no longer be deducted from the “in-force” count.*

Agents Qualifications: Any “qualified agent”*** who accumulates 130,000 net* travel points by the end of the 2015 calendar year will be invited (with spouse) to this convention. For example, an agent with 146,500 net travel points at year end 2015, will be invited to attend the April 2016 Convention. In order to earn another invitation in the future, this agent will then need to reach the next travel points plateau but will have a 16,500 good head start.

NEW! Platinum level agents need only 117,000 travel points to qualify. Work towards getting to that level.

Travel Points: Each in-force policy is worth 500 “travel points”. Each \$1,000 of in-force annualized premium is worth 1,000 “travel points”.

*****Qualified Agent:** means a Platinum, Gold or Silver appointed & licensed agent who is “active” with the company and who has placed at least five policies in the quarter preceding the trip and who does not have a debit balance with the company.

We reserve the right to change qualification requirements and/or location, if necessary, in the future.

